



Selling To NATO

Friday, May 20, 2011

8:30 a.m. to 11:30 a.m.

Encompassing twenty-six countries, the North Atlantic Treaty Organization (NATO) is a vast alliance stretching from Canada to Turkey with missions in Afghanistan and Libya. NATO procurement offers great potential trade opportunities for U.S. companies in a variety of industries, including (but not limited to) security, defense, aviation, maintenance/repair services, IT, consulting, services, and others.

The U.S. Commercial Service is pleased to present this briefing to assist small and medium sized companies on the process, procedures and opportunities of selling to NATO. We will discuss NATO Opportunities, Procurement Policy, Contacts, Tender Participation, Security Clearances, U.S. Government Assistance and Advocacy, and more.

Speakers/Guests include:

- U.S. Congressman Gus Bilirakis
- Mr. Ira Bel, Senior Commercial Specialist,
U.S. Commercial Service, U.S. Embassy Brussels, Belgium
- Mr. Wayne Fujito, President, Decisive Analytics Corporation
and Chairman, NATO Industrial Advisory Group, Arlington, Virginia

Location:

St. Petersburg College District Office
6021 142nd Ave North, Room 143
Clearwater, FL 33760

Cost: \$30, includes continental breakfast. To register, click here:

<https://emenuapps.ita.doc.gov/ePublic/newWebinarRegistration.jsp?SmartCode=1Q8H>
(or shortcut: <http://www.buyusa.gov/florida/nato.html>)

Questions? Contact Sandra Campbell at 727-893-3738 / Sandra.Campbell@trade.gov
or Rebecca Torres at 727-893-3128 / Rebecca.Torres@trade.gov
of the U.S. Department of Commerce, Tampa Bay Export Assistance Center.



AGENDA

- 8:30 a.m. Registration & Breakfast
- 8:55 a.m. Sandra Campbell..... Welcome
- 9:00 a.m. U.S. Congressman Gus Bilirakis
- 9:15 a.m. Mr. Ira Bel..... NATO Opportunities
NATO Procurement Policy
NATO Contacts
Tender Participation
Security Clearances
U.S. Government Assistance and Advocacy
- 10:30 a.m. Mr. Wayne T. Fujito..... NATO Industrial Advisory Group
NATO's Armament Group International Collaboration
Perspectives on dealing with NATO
- 11:15 a.m. Question & Answer Panel
- 11:30 a.m. Adjourn